

# Outsourcing Options Abound In A Thriving Commercial Real Estate Market

As lenders and borrowers seek competitive advantages, the reliability of industry service providers becomes critical.

In a dynamic commercial real estate space that is swamped with unrestricted and inexpensive capital, both property investors and the lenders who serve investors' financing needs are looking for ways to create efficiencies in their operations. And, as marketing, business development and operations executives go into their crucial fall planning season for the 2006 operating year, the process of choosing services and functions to outsource, as well as picking the appropriate service providers to engage, moves to the front burner of discussions.

Corporate planning, public relations, marketing, advertising and operations planning teams are already holding lengthy meetings to discuss how their organizations will meet and seize the new business opportunities, as well as how they plan to handle the challenges of 2006.

To help our readers during this planning and development process, and to provide a reference throughout the year, CMI is pleased to publish its fifth annual Directory Of Industry Service Providers. The listing of participants who responded to the magazine's online survey represents a non-exhaustive directory of organizations that provide a wide range of services to the commercial real estate investment, development and finance sectors.

Whether an industry executive is looking for valuable research information, legal counsel, a technology serv-

ice provider or a property service partner, this directory is designed to furnish all levels of management with information about the areas of business concentration and contact information for these service providers.

Readers have acknowledged that our comprehensive directories of the past have always represented an array of business partners and service providers they turn to in order to take their businesses to the next level, as well as to conduct their daily operations activities.

So, we encourage you to keep a copy of this directory on hand throughout the year, and feel free to refer back to it the next time your commercial real estate finance and investment team has outsourcing needs or is seeking a business partner in its next deal or business venture.

## VENDORS

### AEI CONSULTANTS

2500 Camino Diablo, Walnut Creek, CA 94597; (800) 801-3224; fax (925) 944-2895. Contact: *Mark Nobler, sales director*. E-mail: [info@aeiconsultants.com](mailto:info@aeiconsultants.com) Web site: [www.aeiconsultants.com](http://www.aeiconsultants.com)

### AEI CONSULTANTS

2447 Pacific Coast Hwy., Ste. 101, Hermosa Beach, CA 90254; (310) 798-4255; fax (310) 798-2841. Contact: *Joe Derbake*. E-mail: [info@aeiconsultants.com](mailto:info@aeiconsultants.com) Web site: [www.aeiconsultants.com](http://www.aeiconsultants.com)

### ALLSTATE FINANCIAL SERVICES GROUP

437 Chestnut St., Ste. 913, Philadelphia, PA 19106; (215) 351-9440; fax (215) 351-9442. Contact: *Jack O'Malley, owner*. E-mail: [jack@allstatefsg.com](mailto:jack@allstatefsg.com) Web site: [www.allstatefsg.com](http://www.allstatefsg.com)

### APLUS COMMERCIAL MORTGAGE AND CONSULTING LLC

2227 US Hwy. One, Ste. 283, North Brunswick, NJ 08902; (732) 993-4330; fax (732) 909-2888. Contact: *Jenny Lee, manager*. E-mail: [jlee@apluscommercialmortgage.com](mailto:jlee@apluscommercialmortgage.com) Web site: [www.apluscommercialmortgage.com](http://www.apluscommercialmortgage.com)

### ARGUS FINANCIAL SOFTWARE

3050 Post Oak Blvd., Ste. 900, Houston, TX 77056; (713) 621-4343; fax (713) 621-3978. Contact: *Carmen Phillips, associate director, marketing*. E-mail: [dmosley@realm.com](mailto:dmosley@realm.com) Web site: [www.argussoftware.com](http://www.argussoftware.com)

### BOXWOOD MEANS INC.

Two Stamford Landing, Ste. 100, Stamford, CT 06902; (203) 653-4100; fax (203) 653-5090. Contact: *Randy Fuchs, principal*. E-mail: [info@boxwoodmeans.com](mailto:info@boxwoodmeans.com) Web site: [www.boxwoodmeans.com](http://www.boxwoodmeans.com)

### CAPITALSTREAM INC.

501 N. 34th St., Seattle, WA 98103; (866) 779-4733; fax (206) 545-1273. Contact: *Mike Pennell, vice president, product and marketing*. E-mail: [info@capitalstream.com](mailto:info@capitalstream.com) Web site: [www.capitalstream.com](http://www.capitalstream.com)

# Directory

OF INDUSTRY SERVICE PROVIDERS

Commercial Mortgage Insight®

## CLAYTON SERVICES INC.

105 Decker Dr., Ste. 100, Irving, TX 75062; (972) 887-0100; fax (203) 447-8009. Contact: *David White, vice president.*  
E-mail: [dwhite@clayton.com](mailto:dwhite@clayton.com)  
Web site: [www.clayton.com](http://www.clayton.com)

## COMMERCIAL ASSET SOLUTIONS

72 Trebing Lane, Willingboro, NJ 08046-3632; (609) 877-7995; fax (609) 877-7995.  
Contact: *Steve Holmes, principal.*  
E-mail: [seholmes2@juno.com](mailto:seholmes2@juno.com)

## CONDOR CAPITAL ADVISORS

1901 Avenue of the Stars, Ste. 1020, Los Angeles, CA 90067; (310) 272-1390; fax (310) 272-1391. Contact: *Ron Kaminker, president.*  
E-mail: [ron@condoradvisors.com](mailto:ron@condoradvisors.com)  
Web site: [www.condoradvisors.com](http://www.condoradvisors.com)

## CONSTRUCTION COST RECOVERY INC.

55 W. Red Oak Ln., White Plains, NY 10604; (914) 694-3800; fax (914) 694-1260.  
Contact: *Katherine Cipora, marketing coordinator.*  
E-mail: [katherine.cipora@ccrtaxaudit.com](mailto:katherine.cipora@ccrtaxaudit.com)  
Web site: [www.ccrtaxaudit.com](http://www.ccrtaxaudit.com)

## CURTIS-ROSENTHAL INC.

5959 W. Century Blvd., Ste. 1010, Los Angeles, CA 90045; (310) 215-0482; fax (310) 215-3089. Contact: *David Rosenthal, president and chief executive officer.*  
E-mail: [drosenthal@curtisrosenthal.com](mailto:drosenthal@curtisrosenthal.com)  
Web site: [www.curtisrosenthal.com](http://www.curtisrosenthal.com)

## DLG ASSOCIATES INC.

1515 Mockingbird Ln., Ste. 560, Charlotte, NC 28209; (704) 522-9993; fax (704) 522-7730. Contact: *Dave Guilford, president.*  
E-mail: [info@dlgassociates.com](mailto:info@dlgassociates.com)  
Web site: [www.dlgassociates.com](http://www.dlgassociates.com)

## EBI CONSULTING

Four A St., Burlington, MA 01803; (781) 273-2500; fax (781) 273-3311. Contact: *Nolan Previte, managing director.*  
E-mail: [info@ebiconsulting.com](mailto:info@ebiconsulting.com)  
Web site: [www.ebiconsulting.com](http://www.ebiconsulting.com)

## EMG

11011 McCormick Rd., Hunt Valley, MD

21031; (800) 733-0660; fax (410) 785-6220.  
Contact: *Jim Bartlett, senior vice president.*  
E-mail: [jebartlett@emgcorp.com](mailto:jebartlett@emgcorp.com)  
Web site: [www.emgcorp.com](http://www.emgcorp.com)

## ENVIRONMENTAL DATA RESOURCES

440 Wheelers Farms Rd., Milford, CT 06461; (800) 352-0050; fax (203) 783-0302. Contact: *Derek Ezovski, vice president, lender and insurance services.*  
E-mail: [dezovski@edrnnet.com](mailto:dezovski@edrnnet.com)  
Web site: [www.edrnnet.com](http://www.edrnnet.com)

## FICS®

Financial Industry Computer Systems, Inc.  
Mortgage Technology Specialists™

## FICS

14285 Midway Rd., Ste. 200, Addison, TX 75001; (972) 458-8583; fax (972) 458-0863. Contact: *Barry Malone, vice president, sales.*  
E-mail: [fics@loanware.com](mailto:fics@loanware.com)  
Web site: [www.loanware.com](http://www.loanware.com)

## FITCH RATINGS

1 State Street Plaza, New York, NY 10004; (212) 908-0500; fax (212) 408-4423.  
Contact: *Sandro Scenga, associate director.*  
E-mail: [sandro.scenga@fitchratings.com](mailto:sandro.scenga@fitchratings.com)  
Web site: [www.fitchratings.com](http://www.fitchratings.com)

## GERSON LAW FIRM APC

9255 Towne Centre Dr., Ste. 300, San Diego, CA 92121-3036; (858) 452-5400; fax (858) 452-5410. Contact: *Gordon L. Gerson, principal.*  
E-mail: [gerson@gersonlaw.com](mailto:gerson@gersonlaw.com)  
Web site: [www.gersonlaw.com](http://www.gersonlaw.com)

## GRANITE LOAN MANAGEMENT/CONSTRUCTION INSPECTIONS

10770 E. Briarwood Ave., Ste. 280, Centennial, CO 80112; (888) 456-4888; fax (888) 456-4999. Contact: *Penny Roach, executive vice president, business development.*  
E-mail: [info@graniteloan.com](mailto:info@graniteloan.com)  
Web site: [www.graniteloan.com](http://www.graniteloan.com)

## GUIDE2MORTGAGE.COM

10 West Dover St., Easton, MD 21601; (410) 822-4033; fax (410) 822-7885.  
Contact: *Chris Koch, publisher.*  
E-mail: [ckoch@guide2mortgage.com](mailto:ckoch@guide2mortgage.com)  
Web site: [www.guide2mortgage.com](http://www.guide2mortgage.com)

## INSURANCE ADVISORS LLC

1200 High Ridge Rd., Stamford, CT 06905; (203) 329-4490; fax (203) 329-4499. Contact: *Bernie Brown, president.*  
E-mail: [bbrown@ins-adv.com](mailto:bbrown@ins-adv.com)  
Web site: [www.ins-adv.com](http://www.ins-adv.com)

## THE INTERBANC GROUP

16133 Ventura Blvd., 7th Fl., Encino, CA 91436; (323) 822-1908; fax (323) 822-9268.  
Contact: *Randy E. Monaco, executive vice president, credit and underwriting.*  
E-mail: [rmonaco@interbancgroup.com](mailto:rmonaco@interbancgroup.com)  
Web site: [www.interbancgroup.com](http://www.interbancgroup.com)

## IVI DUE DILIGENCE SERVICES INC.

105 Corporate Park Dr., White Plains, NY 10604; (914) 694-9600; fax (914) 694-1335. Contact: *Katherine Cipora, marketing coordinator.*  
E-mail: [katherine.cipora@ivi-intl.com](mailto:katherine.cipora@ivi-intl.com)  
Web site: [www.ivi-intl.com](http://www.ivi-intl.com)

## KCCI COMMERCIAL REAL ESTATE SERVICES

7801 Norfolk Ave., Ste. 200, Bethesda, MD 20814; (301) 986-8004; fax (301) 656-8540. Contact: *Richard Koller, president.*  
E-mail: [rkoller@kccicommercial.com](mailto:rkoller@kccicommercial.com)  
Web site: [www.kccicommercial.com](http://www.kccicommercial.com)

## LOAN PROTECTOR INSURANCE

6325 Cochran Rd., Ste. 1, Solon, OH 44139; (440) 796-4218; fax (440) 498-9370.  
Contact: *Ron Wiser, president.*  
E-mail: [ron@loanprotector.com](mailto:ron@loanprotector.com)  
Web site: [www.loanprotector.com](http://www.loanprotector.com)

## MCKENNA LONG & ALDRIDGE LLP

444 S. Flower St., Ste. 800, Los Angeles, CA 90071; (213) 688-1000; fax (213) 243-6330.  
Contact: *James Cochran/Maura O'Connor, partners.*  
E-mail: [jscochran@mckennalong.com](mailto:jscochran@mckennalong.com)  
Web site: [www.mckennalong.com](http://www.mckennalong.com)

## MEREDITH & GREW

160 Federal St., Boston, MA 02110; (617) 330-8000; fax (617) 330-8130. Contact: *Kevin C. Phelan, executive vice president.*  
E-mail: [marketing@m-g.com](mailto:marketing@m-g.com)  
Web site: [www.m-g.com](http://www.m-g.com)

## MIDLAND LOAN SERVICES INC.

10851 Mastin Blvd., 7th Fl., Overland

# Directory

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Park, KS 66210; (913) 253-9000; fax (913) 253-9001. Contact: *Timothy A. Mazzetti*, executive vice president.  
E-mail: tmazzetti@midlandls.com  
Web site: www.midlandls.com

## MORTGAGERAMP

7000 Central Pkwy., Ste. 100, Atlanta, GA 30328; (800) 773-4577; fax (678) 558-1144.  
Contact: *Doyle Spears*, executive managing director.  
E-mail: marketing@mortgageramp.com  
Web site: www.mortgageramp.com

## NATIONAL TAX SEARCH LLC

303 E. Wacker Dr., Ste. 850, Chicago, IL 60610; (312) 233-6440; fax (312) 233-6450.  
Contact: *Barbara Key*, office manager.  
E-mail: barbara.key@nationaltaxsearch.com  
Web site: www.nationaltaxsearch.com

## O'CONNOR & ASSOCIATES

2200 N. Loop W., #200, Houston, TX 77018; (800) 856-7325; fax (713) 686-3377.  
Contact: *Richard Zigler*, director of research.  
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Web site: www.poconnor.com

## OCWEN FINANCIAL CORP.

1661 Worthington Rd., West Palm Beach, FL 33409; (817) 431-1218; fax (561) 682-7222. Contact: *Stuart Miles*, account executive.  
E-mail: stuart.miles@ocwen.com  
Web site: www.ocwen.com

## PARAGON ENVIRONMENTAL

10 Cottage St., Ste. B, Norwood, MA 02062; (888) 660-9975; fax (781) 278-0911. Contact: *Stephan J. White*, president.  
E-mail: swhite@paragonenv.com  
Web site: www.paragonenv.com

## PRINCETON FINANCIAL SYSTEMS

600 College Rd. E., Princeton, NJ 08540; (609) 987-2400; fax (609) 514-4794.  
Contact: *Cynthia Pennell*, director; strategic solutions group.  
E-mail: info@pfs.com  
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## PROPERTY & PORTFOLIO RESEARCH INC.

40 Court St., 3rd Fl., Boston, MA 02108; (617) 426-4446; fax (617) 426-4443.

Contact: *Bill Tanski*, director.  
E-mail: bill@ppr.info  
Web site: www.ppr.info

## REALM BUSINESS SOLUTIONS

13727 Noel Rd., Ste. 800, Dallas, TX 75240; (469) 791-1084; fax (469) 791-1584.  
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E-mail: wtorney@realm.com  
Web site: www.realm.com

## RVI GROUP

177 Broad Street, Stamford, CT 06901; (203) 975-2127; fax: (203) 975-2160  
Contact: *Bonnie Barkley*, vice president  
Web site: www.rvigroup.com

## SALES CONSULTANTS OF SALT LAKE CITY

1234 S. Jordan Pkwy., Ste. D100, South Jordan, UT 84095; (801) 263-2400; fax (801) 302-9340. Contact: *Eric Wadley*, account executive.  
E-mail: ewadley@scslc.com  
Web site: www.scslc.com

## SS&C TECHNOLOGIES

80 Lambertson Rd., Windsor, CT 06095; (860) 298-4500; fax (860) 298-4987.  
Contact: *John Stone*, vice president.  
E-mail: solutions@sscinc.com  
Web site: www.ssctech.com

## TRIGILD INC.

3323 Carmel Mountain Rd., 2nd Fl., San Diego, CA 92121; (858) 720-6700; fax (858) 720-6707. Contact: *Judy Hoffman*, senior vice president.  
E-mail: judy.hoffman@trigild.com  
Web site: www.trigild.com

## USFN

14471 Chambers Rd., Ste. 260, Tustin, CA 92780; (714) 838-7167; fax (714) 838-0620.  
Contact: *Alberta Hultman*, executive director.  
E-mail: ahultman@usfn.org  
Web site: www.usfn.org

## WACHOVIA

4527 Metropolitan Court, Ste. C, Frederick, MD 21704; (301) 874-4527; fax (301) 874-6785. Contact: *Robin Belanger*, senior vice president, document custody services.  
E-mail: robin.belanger@wachovia.com  
Web site: www.wachovia.com/sfts

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